



SAP Ariba 

The Home Depot Supplier Summit

No dial-in required – Audio is available through your computer speakers or headphones.

PUBLIC



THE BEST RUN 

Agenda

Speaker Introductions

- The Home Depot
- SAP Ariba Enablement Team

The Home Depot Initiative

- Project Overview

Describe Impact & Benefits

- Next Steps

Q&A



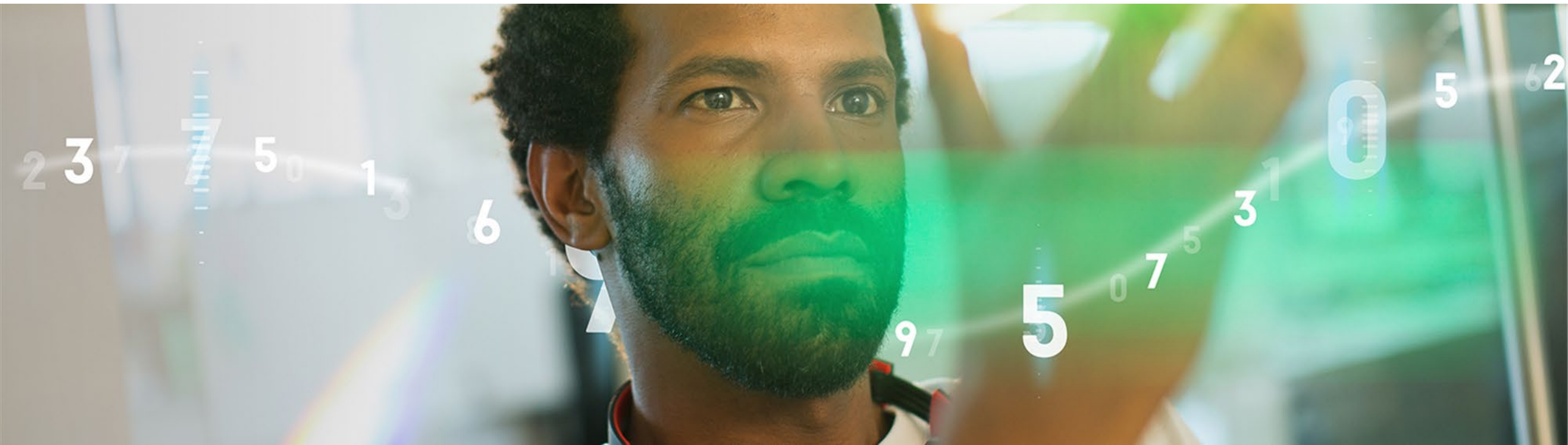
Speaker Introductions



- **Evan Koser**
• **Supplier Education Specialist, SAP Ariba**
- **Cintia Zwick**
• **Network Enablement Lead, SAP Ariba**
- **David Moyer**
• **Finance Sr. Manager, The Home Depot**



The Home Depot Initiative Overview





Ariba Cloud Project

- Why is this change occurring?
- What is changing?
- What will remain the same?
- What will I need to do next?
- Will this change be required?
- When is this happening?

*Note FM Pilot, CIM, AiM, Tool Rental, and Lucernex will still issue orders as they do today and orders will be replicated through the SAP Business Network.

Tool Rental and Lucernex will transition to Ariba Network in 2021. Scope for FM Pilot, and AiM suppliers will only be the transition from Taulia to the Ariba Network.

Why A Business Network?

Buyer Participants



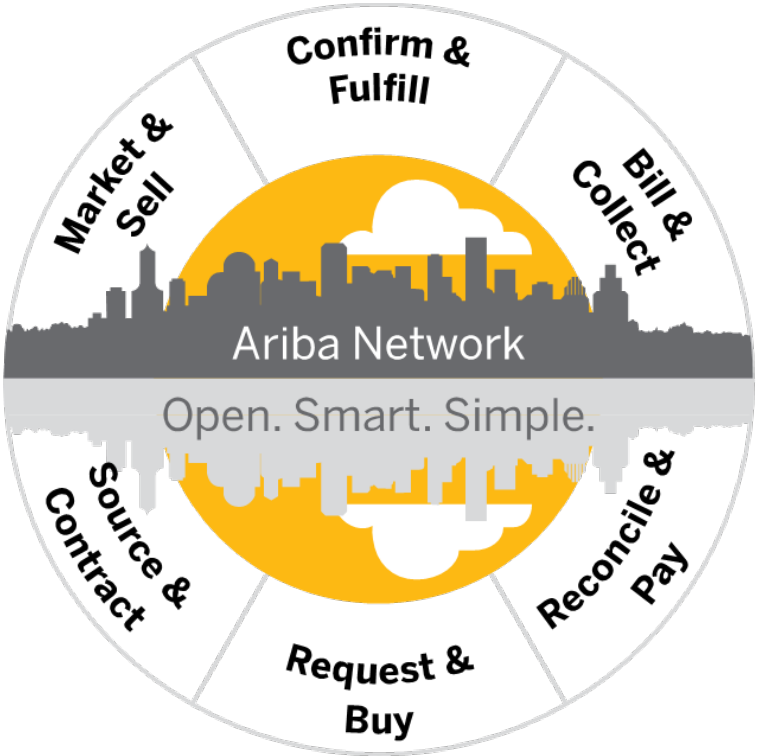
Global Enterprises



Midmarket Companies



Individual Buyers



Supplier Participants



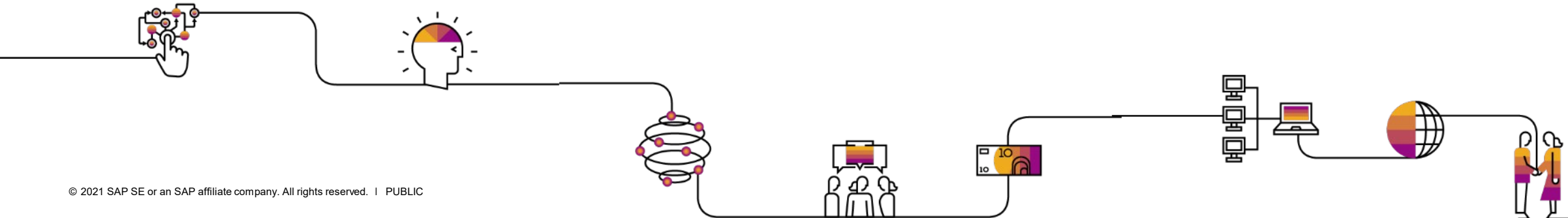
Direct Materials



Indirect Materials



Services



Why Ariba Network?



World's Largest Trading Community over \$3 trillion

- Helps active Global 2000 buyers find your products and services.
- Best in class expertise, experience, and advice for B2B eCommerce and Integration



Single Point for Business Collaboration

- Manage leads, proposals, contracts, orders, invoices, and payments.
- Collaborate with multiple customers.



Works With How You Do Business

- Access a wide range of transaction options.
- Use many browsers, formats, languages, and currencies.

SAP Ariba Supplier Solutions



SAP Ariba Helps You...



60% average reduction in operating costs

Lower costs

- Reduce time and paper usage
- Eliminate postage costs
- Reduce costs associated with resources used to generate/ rework the invoices



30% growth in existing accounts
35% growth in new business

Increase your revenue

- Become searchable customers using the AN worldwide
- Establish new customer relationships via Ariba Discovery
- Publish your Catalogs in front of thousand customers



15% increase in customer retention

Satisfy your customer

- Support your customer's strategic business plan
- Become a preferred supplier
- Simplify the communication process

80% efficiency & transform business operations



Stay organized

- Consolidate Network relationships under one account
- Enjoy a simple way to store POs and invoices
- Get better visibility into customers' spend and payments
- View invoice status in real time

62% decrease in late payments



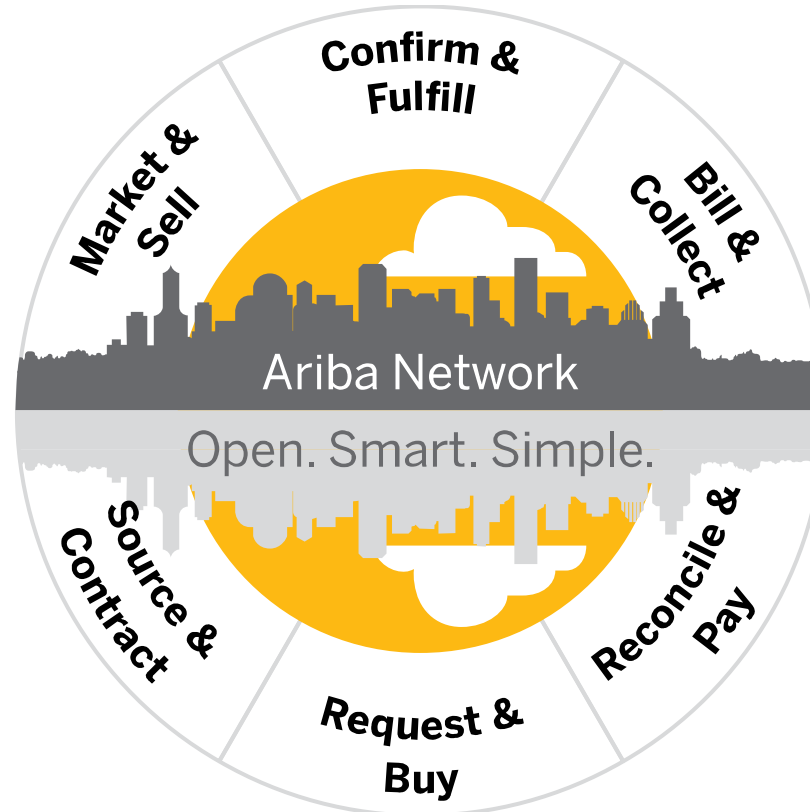
Receive faster payments

- Help your invoice reach the correct contact in the approval flow
- No need to confirm the orders via email/phone
- Feel confident all order information is complete and accurate
- Prevent errors through system checks

Standard Procure-to-Pay Cycle



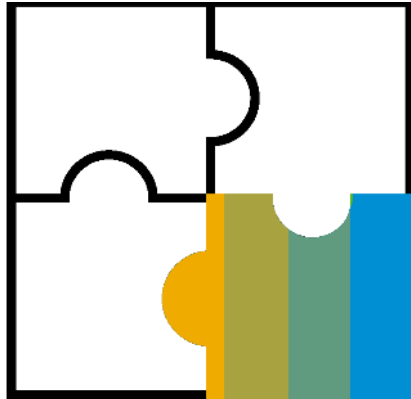
Buyer



Supplier



Supplier Integration



What is it?

For whom?

- Direct connection between your ERP and Ariba Network via (cXML, EDI, PIDX, etc.) fully automated process.

Suppliers with:

- A high volume of documents per month
- Technical capability in cXML/EDI
- IT or eCommerce resources

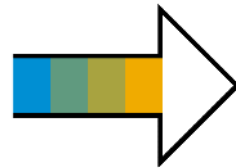
cXML	Most commonly used; Ariba's native format; direct connection with automatic validation
EDI ANSI X.12 EDIFACT D96A EANCOM D01B	Interface with Ariba through VAN or AS2
OAGIS v9.2	Connection types: AS2 / HTTPS / RNIF
PIDX v1.61	Connection type: RNIF
SAP Business One	Adapter for sellers using SAP Business One
SAP SD Add-On	Free seller add-on for SAP sellers using the Sales and Distribution Module
CSV	Manual upload of CSV file (customer-specific template)

PDF Invoices

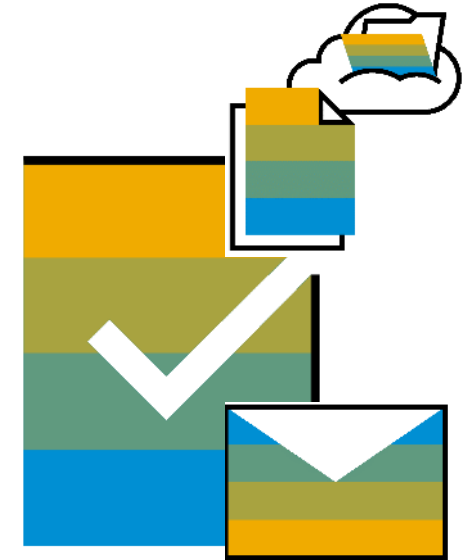
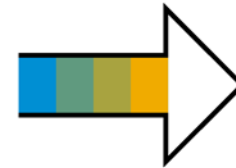
Direct Upload From Supplier Account



- Buyer Enables PDF Invoice
- Supplier Uploads Representative Sample Invoices Into Ariba Network

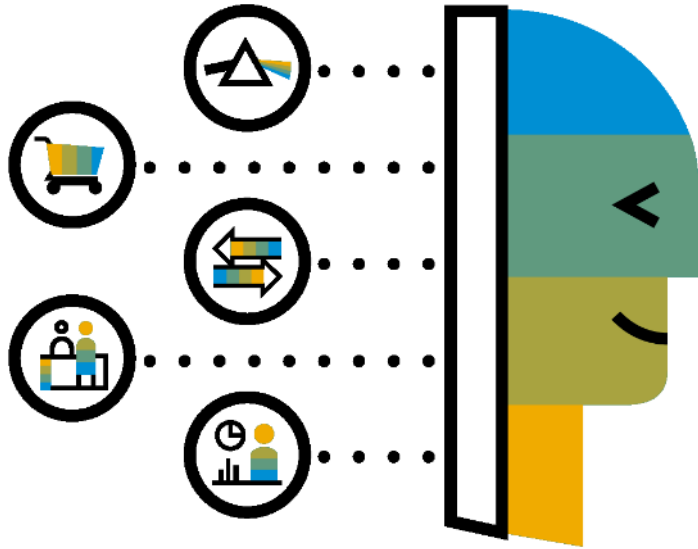


- Provider Completes Supplier Invoicing Mapping
- Supplier Sets Processing Preferences On Ariba Network



- Upload Invoices On Ariba Network
- Or Send Invoices Via Email

Catalogs on Ariba Network



Catalog Benefits

- Improve purchase order accuracy
- Accelerate responsiveness to customers
- Encourage compliance to procurement processes
- Enhance cash flow
- Provides a simple, consumer-like buying experience for users

Catalog Options



CIF (file based catalog)



PunchOut Levels 1 & 2 (users shop at your store and return items to their Ariba shopping cart, based on requirements)

*If your customer determines they would like to enable catalogs with you, a Catalog Enablement Expert from Ariba will reach out to you with further details/instructions

SAP Ariba Supplier Mobile App

Business Insights

PO trending

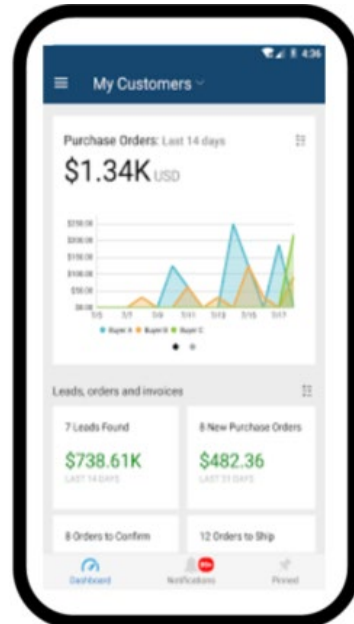
Invoice aging

PO and invoices by customer

Work on-the-go

Manage your POs & Invoices

Pin important documents for later



Insights

Alerts

Monitoring

Transactions

Real-time Alerts

View network activity

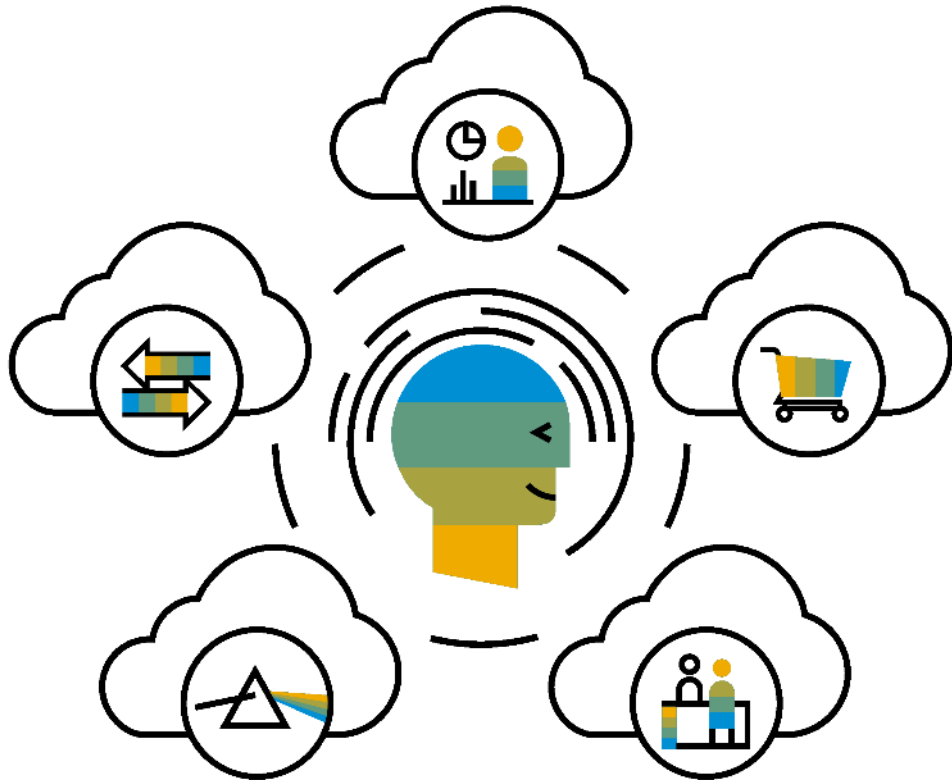
Receive push alerts for business critical events

Monitor Key Activity

View PO and invoice information

Search for PO and invoices using HANA

Ariba Network Fee Schedule Basics



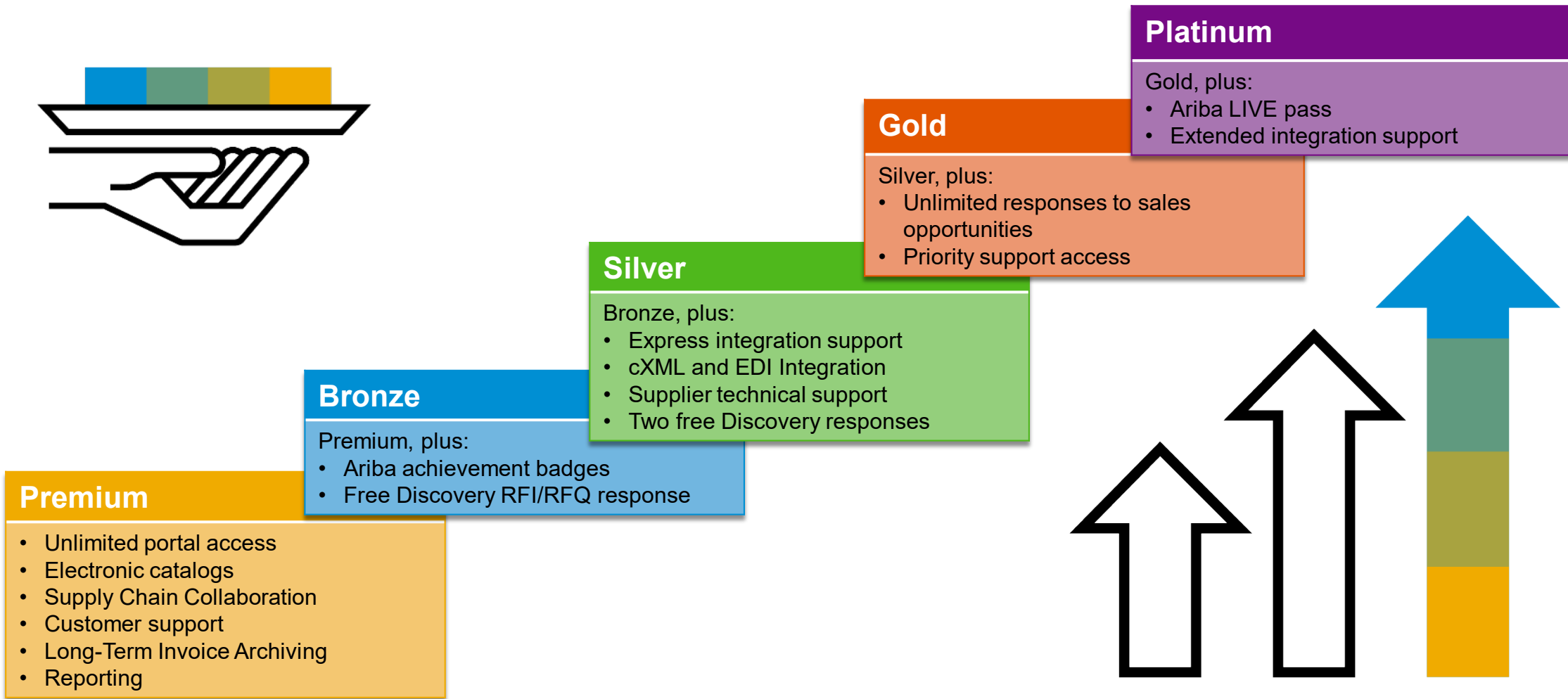
FREE for all suppliers to join and begin transacting

Two components of the supplier fee schedule: Transaction Fees and Subscription Fees

Chargeable documents are considered Purchase Orders, Invoices, Service Entry Sheets, and Service Entry Sheet Responses

Chargeable suppliers transacting less than \$250,000 in annual financial volume will be assigned to the Bronze level irrespective of annual document count

Subscription Levels



Read more about subscription levels, calculate your fees & check out other currencies on our website
<https://www.ariba.com/ariba-network/ariba-network-for-suppliers>

Supplier Fee Schedule

Transaction Fees

Billed every quarter

Per-relationship fee cap: \$20,000/year

Without Service Entry Sheets

0.155% of transaction volume

With Service Entry Sheets

0.35% of transaction volume



Subscription Fees

Billed once a year

Annual Document Count Across <u>All</u> Customer Relationships	Subscription	Annual Fees
Up to 4 documents	Premium	Free
5 to 24 documents	*Bronze	\$50
25 to 99 documents or EDI/cXML usage	Silver	\$750
100 to 499 documents	Gold	\$2,250
500 and more documents	Platinum	\$5,500

*Chargeable suppliers transacting less than \$250,000 in annual financial volume will be assigned to the Bronze level irrespective of annual document count

Fee Threshold

\$50,000 and 5 Documents

Suppliers who do not cross the Fee Threshold will not be charged fees

Ariba Discovery

Receive qualified leads

A quick 5 minute registration will activate qualified leads sent right to your inbox

Save time

Get in front of buyers when they are actively looking for new suppliers

Sell effectively

Take advantage of the Ariba Network community to get in front of buyers you're not already working with

Win new business

Tap into \$5 billion of new opportunities posted annually

Increase interactivity

Communicate with buyers and prospects in real time

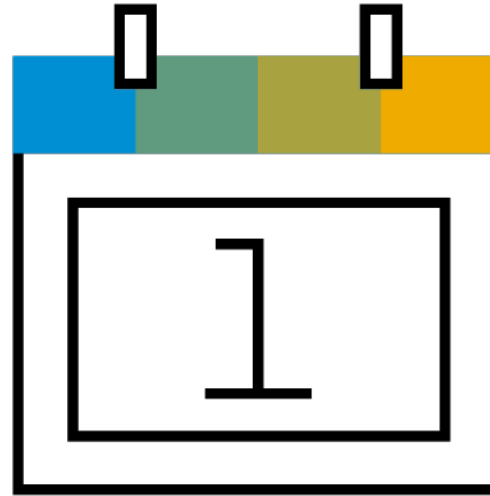


SAP Ariba Payables



Control Cash Flow

- Access accelerated payments and on demand cash flow
- Improve your Days Sales Outstanding (DSO)
- Control when you will be paid



Predict Payment Arrival

- Gain visibility into invoice approval
- Track and trace payment status
- Predict when payments will be received




Apply Cash

- Apply your cash faster and more efficiently with rich remittance advice
- Enhance your receivables reporting


Supplier Information Portal & Help Center

Welcome to the **CUSTOMER** Supplier Information Portal. This portal provides information for all suppliers conducting business with **CUSTOMER**. For your organization, this means that the traditional way of transacting with us is changing fundamentally. On this site you will find information regarding the transformation as well as a number of tools to help answer any of the questions you may have.


What information are you looking for?




Buyer Letter
Regarding the Ariba Network




Introduction Ariba Network
See how the navigate the Network




Ariba Network General Resources
General resources for suppliers transacting using the Ariba Network



Integration & Catalog
Catalog & Integrations processes for transacting via the Ariba Network.



Standard Account Information
Access to Standard Account Services



Training Guides & Training Clips
Learn how to transact with **CUSTOMER**

Customer Relationships | Manage Users | Notifications | Application Subscriptions | Account Registration

Current Relationships | Potential Relationships

I prefer to receive relationship requests as follows:

Automatically accept all relationship requests Manually review all relationship requests


Current (1) | Pending (0) | Rejected (0)

Current Customers

Filter

Customers

Enter customer name or Network ID

<input type="checkbox"/>	Customer 1	Network ID	Relationship Type	Approved Date	Supplier Information Portal
<input type="checkbox"/>	Ben's Company - TEST	AN01014461904-T	Trading	15 Jul 2019	

Help Topics

Search Help Topics

Documentation

Support

What's New (2:54)

What is SAP Business Network?

Introducing **SAP** Help Center Home

Home | Learning | Contact us

Orders and

Common b

How do I cr

I need help

Why has m

When will n

How do I kn

I need help

Personaliz

How can we help you?

Search knowledge base articles, documentation, and tutorials

Try "cancel order", "email notifications", "user authorization"

News highlight

Topics we recommend for you

Coming May 21: New portal for Enterprise accounts

Welcome to the New Supplier Portal and Workbench Watch the video below to learn what's new for Enterprise account users . Click the icons to the right for additional videos! Note: Videos are only available in English, German, French, Italian, Chinese, Japanese, Spanish, and Portuguese Discovering new insights in the...

May 6, 2021

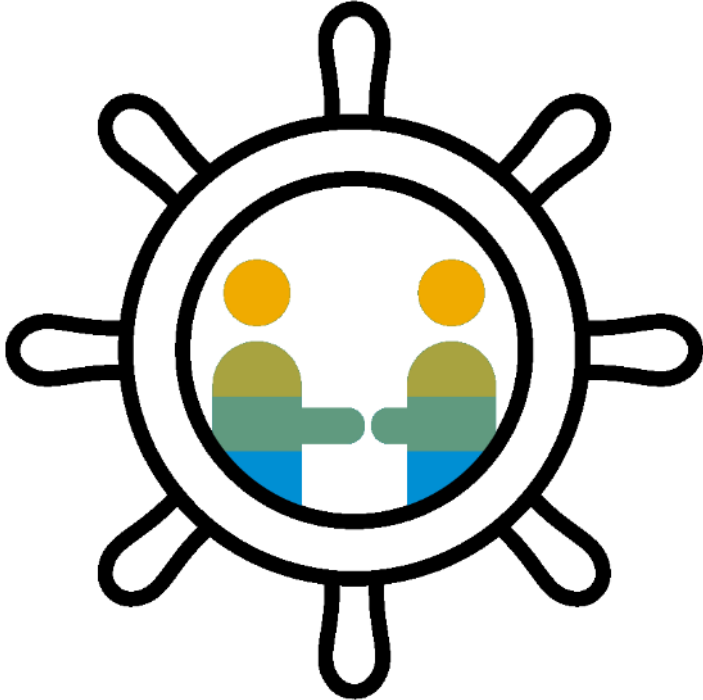
How do I create an invoice?

Question How do I submit an invoice? Answer First, you will need a trading relationship with your customer. Then, you will need to determine what type of invoice you are submitting. Please see the article " How do I know which type of invoice to create? " to determine what...

Article

FAQ

Resources



Enablement Help Desk

- Account creation
- Assistance creating first document
- Configure your settings

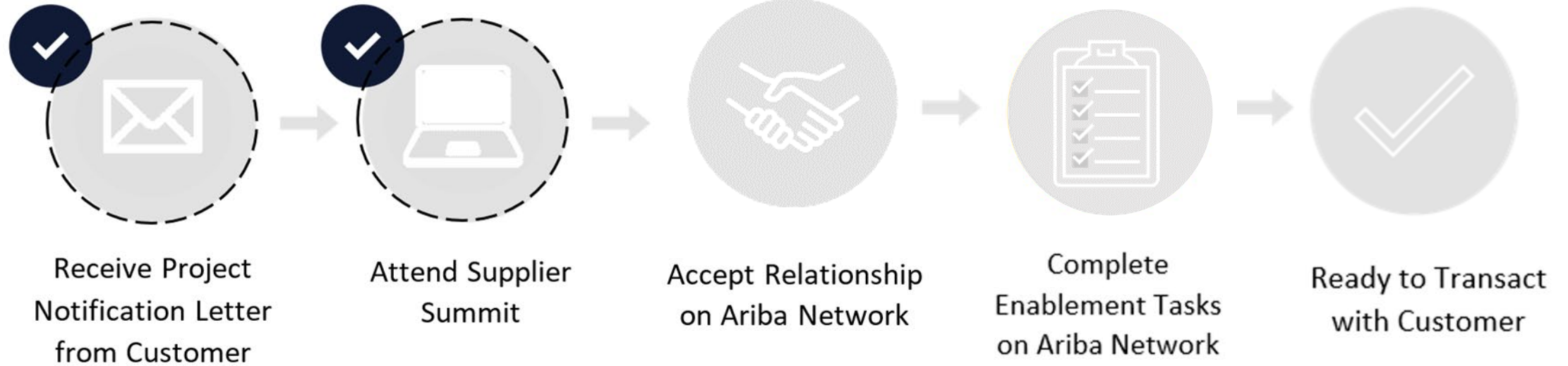
Customer Support

- User role changes
- Billing & invoice inquiries
- Password resets

Live Demonstrations

- Customer Success Sessions
- Supplier live demos

Next Steps



Accept Trading Relationship Request

<ordersender-prod@ansmtp.ariba.com>

Connect with Your Customer to Collaborate on Ariba Network!

To Our Valued Supplier,

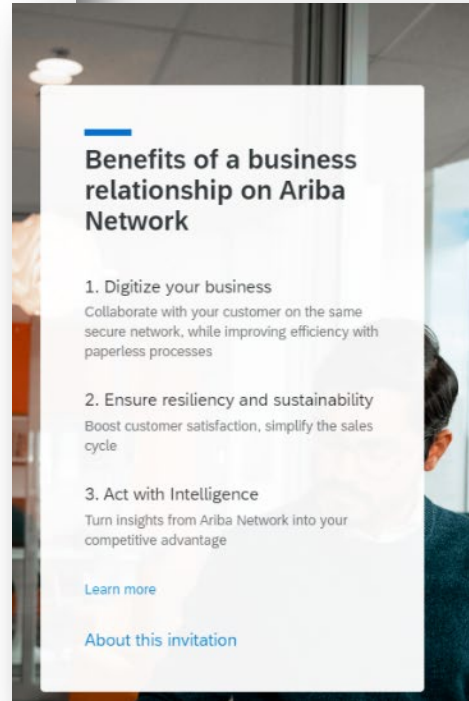
As part of our company's transformation, we have migrated to the Ariba® Network Platform for electronic transaction processing as announced in our recent letter to you. Real time data and improved visibility across the Procurement and Invoice cycle are some of the great benefits to this change.

To enhance and maintain our growing business relationship, our company requests suppliers transact with us via the Ariba Network and therefore accept this Trading Relationship Request. All you require, to begin using Ariba, is an internet browser.

Not sure if you already hold an account with Ariba Network? Please click "Get started" below and Ariba will check their system and present any existing accounts. From here, please select or create a new account.

Click Get started to connect.

[Get started](#)



Benefits of a business relationship on Ariba Network

- 1. Digitize your business**
Collaborate with your customer on the same secure network, while improving efficiency with paperless processes
- 2. Ensure resiliency and sustainability**
Boost customer satisfaction, simplify the sales cycle
- 3. Act with Intelligence**
Turn insights from Ariba Network into your competitive advantage

[Learn more](#)

[About this invitation](#)

Connect with Your Customer on Ariba Network to collaborate.

Invited by: [Your Customer](#), [Supplier Enablement Team](#)

We found existing accounts based on the information in the invite. Please review.

- [Review accounts](#)
- [Use existing account](#) ⓘ
- [Create new account](#) ⓘ

Account Configuration

SAP Business Network Enterprise Account

Home Enablement Opportunities **Workbench** Orders Fulfillment Invoices Payments Catalogs Reports More Create

Orders and Releases All customers Exact match Order number

Overview Getting started

3 Changed orders 28 Orders to invoice 8 Rejected invoices

My widgets All customers Customize

Purchase orders Last 3 months \$793 USD

Invoice aging \$209 USD

SAP Business Network Enterprise Account

Home Enablement Opportunities **Workbench** Orders Fulfillment Invoices Payments Catalogs Reports Messages Create

Workbench Customize

3 Changed orders 28 Orders to invoice 8 Rejected invoices 19 New orders 30 Orders 11 Invoices 0 Items to cor

Changed orders (3) Edit filter Save filter Last 90 days Changed

Order Number	Customer	Amount	Date ↓	Order Status	Amount Invoiced	Actions
PO31	Ariba Inc - Excellence Programs	\$300.00 USD	Mar 5, 2021	Changed		...
PO51	Ariba Inc - Excellence Programs	\$50.00 USD	Mar 5, 2021	Changed		...
PO55	Ariba Inc - Excellence Programs	\$50.00 USD	Mar 5, 2021	Changed		...

Account Configuration

The screenshot shows the SAP Business Network Enterprise Account interface. At the top, the navigation bar includes 'Home', 'Enablement', 'Opportunities', 'Workbench', 'Orders', 'Fulfillment', 'Invoices', 'Payments', 'Catalogs', 'Reports', and 'Messages'. A search bar is present with filters for 'Orders and Releases', 'All customers', and 'Exact match', and a search term 'Order number'. Below this, there are four key metrics: 3 Changed orders, 28 Orders to invoice, 8 Rejected invoices, and 19 New orders. The 'My widgets' section contains three widgets: 'Purchase orders' (Last 3 months) showing \$793 USD, 'Invoice aging' showing \$209 USD, and 'Company profile' showing 100% Completed. A user profile dropdown menu is open on the right, listing 'XP Supplier Admin' and 'My Account' options. A settings menu is also open, showing 'ACCOUNT SETTINGS' and 'NETWORK SETTINGS' categories. Annotations include a yellow circle '1.' on the user profile icon, a yellow circle '2.' on the 'Settings' option in the settings menu, and a yellow circle '3.' on the 'Electronic Order Routing' option in the network settings menu.

1. User Profile Icon

2. Settings

3. Electronic Order Routing

ACCOUNT SETTINGS

- Customer Relationships
- Users
- Notifications
- Account Hierarchy
- Application Subscriptions
- Account Registration
- NETWORK SETTINGS**
- Electronic Order Routing
- Electronic Invoice Routing
- Accelerated Payments

XP Supplier Admin
XP_Supplier@ariba.com

- My Account
- Link User IDs
- Contact Administrator
- Switch Account >
- Switch to Test Account
- Back to Classic View

Ariba Excellence Programs
ANID: AN01002465319
Premium Package

Company Profile

Service Subscriptions

Settings >

Logout

Electronic Order Routing

SAP Ariba Network Enterprise Account

Network Settings 1. 4. Save Close

Electronic Order Routing 1. Electronic Invoice Routing Accelerated Payments Settlement Data Deletion Criteria

* Indicates a required field

External System Integration

- Configure cXML (native) integration
- Configure Cloud Integration Gateway (non-native integration)

Non-Catalog Orders with Part Numbers

Process non-catalog orders as catalog orders if part numbers are entered manually

Status Update Request Notifications

Do not send status updates for inbound documents in pending queue

New Orders

Document Type	Routing Method	Options
Catalog Orders without Attachments	2. Email Online cXML Email EDI cXML Pending Queue Fax	3. Email address: <input type="text"/> <input type="checkbox"/> Attach cXML document in the email message <input checked="" type="checkbox"/> Include document in the email message <input type="checkbox"/> Leave attachments online and do not include them with email message. This applies to all orders with attachments that have the routing method "Same as new catalog orders without attachments". <input checked="" type="checkbox"/> Attach PDF document in the email message Current Routing method for new orders: Email Attachments included in the order.
Catalog Orders with Attachments	without attachments	
Non-Catalog Orders without Attachments	without attachments	Current Routing method for new orders: Email

Electronic Invoice Routing

SAP Ariba Network Enterprise Account

Network Settings

1. **Electronic Invoice Routing**

4. **Save** **Close**

Electronic Order Routing **Electronic Invoice Routing** Accelerated Payments Settlement Data Deletion Criteria

General Tax Invoicing and Archiving PDF Invoices

Capabilities & Preferences

Sending Method

Document Type	Routing Method	Options
Invoices	Online	Return to this site to create invoices
Customer Invoices	Online	Save in my online inbox

2.

Notifications

Type	Send notifications when...	To email addresses (one required)
Invoice Failure	<input checked="" type="checkbox"/> Send a notification when invoices are undeliverable or rejected.	*
Invoice Status Change	<input checked="" type="checkbox"/> Send a notification when invoice statuses change.	*
Invoice Created Automatically	<input checked="" type="checkbox"/> Send a notification when an invoice is created automatically on behalf of your company.	*

3.

Extended Profile Settings and Information

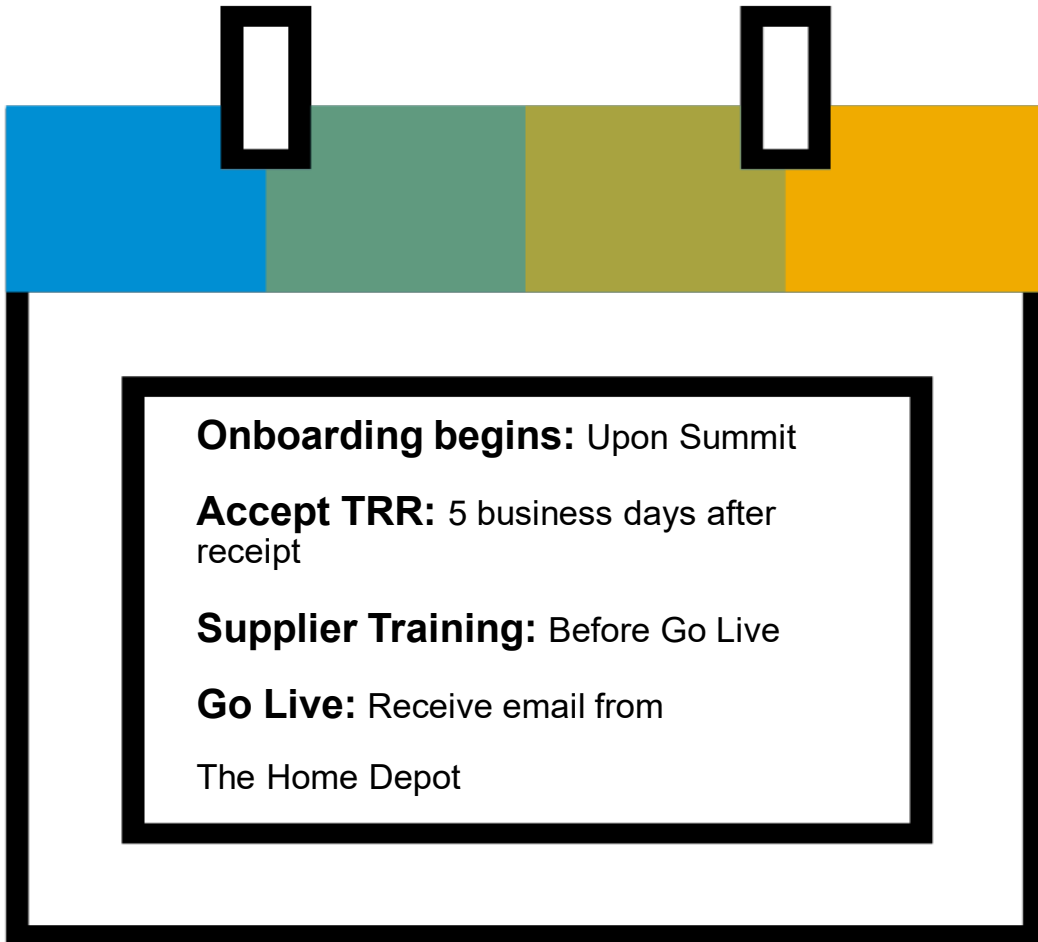
Do you provide invoices to customers through Ariba Network?

Yes

No

Questions?

Please submit your questions via the Q&A Widget

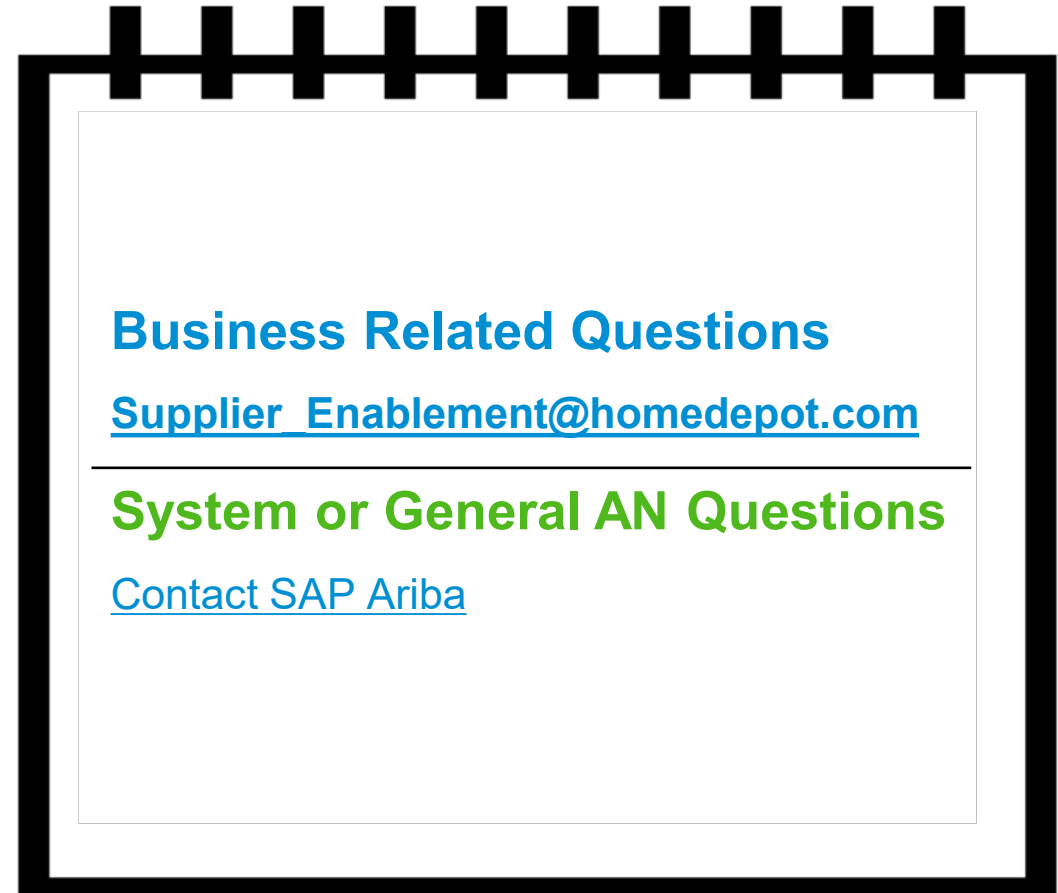


Onboarding begins: Upon Summit

Accept TRR: 5 business days after receipt

Supplier Training: Before Go Live

Go Live: Receive email from
The Home Depot



Business Related Questions
Supplier_Enablement@homedepot.com

System or General AN Questions
[Contact SAP Ariba](#)

Thank You.

